

Message Text

LIMITED OFFICIAL USE

PAGE 01 PRETOR 02434 080814Z

12

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 EUR-12 PA-01 PRS-01

USIA-06 XMB-02 L-03 /048 W
----- 126676

P R 080748Z AUG 75

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC PRIORITY 2434

INFO AMCONSUL JOHANNESBURG

LIMITED OFFICIAL USE PRETORIA 2434

E.O. 11652: N/A

TAGS: EAIR, SF

SUBJ: SA AIRWAYS SELECTS AIRBUS IN PREFERENCE TO
MCDONNELL-DOUGLAS OR LOCKHEED

1. MCDONNELL-DOUGLAS REP KENNETH GILL TELEPHONED EMB LATE AFTERNOON OF AUG 7 WITH NEWS SAG HAD OPTED FOR AIRBUSES IN PREFERENCE TO MCDONNELL-DOUGLAS OR LOCKHEED. HIS SOURCE WAS PIENAAR, CHIEF EXEC OFFICER SAA, WHO SAID DECISION TAKEN AT CABINET LEVEL. PIENAAR TOLD GILL LAST MINUTE NEGOTIATIONS INFLUENCED BY INTENSE ACTIVITY OF GERMAN AMBASSADOR. (EMB COMMENT: WE THINK VISIT OF FRANZ JOSEF STRAUS, PRESIDENT OF AERO SPATIALE, LAST WEEK, WAS PROBABLY EQUALLY IF NOT MORE IMPORTANT FACTOR IN ULTIMATE DECISION.)

2. SUBSEQUENT PRESS RELEASE OF SAA HAS ANNOUNCED PURCHASE OF FOUR AIRBUSES TOTALING \$89.6 MILLION AND TWO BOEING 747 SP'S AT TOTAL COST OF \$64.4 MILLION. (GILL DID NOT KNOW, APPARENTLY, ABOUT BOEING DECISION.)

3. WHILE WE MAY NOT HAVE BEEN ABLE TO CHANGE THE OUTCOME, WE REGRET THAT WE WERE NOT AUTHORIZED (PRETORIA 2780) TO DISCUSS WITH SAG OR EXPORTERS IMPROVED EXIM TERMS MENTIONED STATE 170434.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PRETOR 02434 080814Z

BOWDLER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 08 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: buchant0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PRETOR02434
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750274-0201
From: PRETORIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750869/aaaacjee.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 28 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 AUG 2003 by ShawDG>; APPROVED <17 DEC 2003 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SA AIRWAYS SELECTS AIRBUS IN PREFERENCE TO MCDONNELL-DOUGLAS OR LOCKHEED
TAGS: EAIR, SF, MCDONNELL-DOUGLAS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006